

Exide Life Insurance Company Limited

(Registration No: 114; Date of registration: 2 August 2001)

**FORM : L38 - Business acquisition through different channels (Individual)**

₹ Crores

Sl.No.	Channels	For the quarter ended 30 June 2021		For the quarter ended 30 June 2020		Up to the quarter ended 30 June 2021		Up to the quarter ended 30 June 2020	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
1	Individual agents	9,404	86.18	12,981	66.44	9,404	86.18	12,981	66.44
2	Corporate Agents-Banks	1,672	5.36	1,683	3.28	1,672	5.36	1,683	3.28
3	Corporate Agents -Others	439	1.08	386	0.69	439	1.08	386	0.69
4	Brokers	5,874	19.74	5,332	11.32	5,874	19.74	5,332	11.32
5	Micro Agents	-	-	-	-	-	-	-	-
6	Direct Business	1,793	12.90	1,787	7.38	1,793	12.90	1,787	7.38
7	POS	946	1.25	2,361	3.93	946	1.25	2,361	3.93
8	IMF	-	-	-	-	-	-	-	-
	Total (A)	20,128	126.51	24,530	93.04	20,128	126.51	24,530	93.04
1	Referral (B)	594	1.69	844	1.74	594	1.69	844	1.74
	Grand Total (A+B)	20,722	128.20	25,374	94.78	20,722	128.20	25,374	94.78

Note:

1. Premium means amount of premium received from business acquired by the source
2. No. of policies stand for no. of policies sold